



Professional Series Pre-Course Work

Interview your Direct Supervisor in order to answer the following questions.

1. What do you want me (the student) to learn or achieve from the NADA Management Professional course?

Increase profits
Increase productivity.

2. What would you like me to bring back to the workplace as a result of this training?

Different ways to better dealership operations.

3. How will what I learn in the program be shared with the rest of the team (if applicable)?

Compress ideas & discuss w/ manager.

4. How will what I learn be integrated into day-to-day work upon return?

Ideas will be discussed & implemented into day to day operations as appropriate.



Professional Series Pre-Course Work

5. In your role as a Direct Supervisor, what three things challenge you the most?

*Turn over rate
Profitability
Inventory mgmt.*

Self-reflect on the following question:

1. What is my purpose for attending this course?

Thank you for your participation! See you in the course.